



TO: Marianne Bixler
Purchase Bureau

December 16, 2002

FROM: Anthony Gibbons
OIT Contract Services

RE: Dell Volume Quotes

Continuing OIT and the Purchase Bureau's effort to avoid future years' cost increases, we requested volume quotes against the Minicomputer, Workstation, Microcomputer State Contract for specified Dell microcomputers. On December 10, 2002, we received quotes from Dell Marketing .

The quoted prices from Dell are as follows:

<u>Dell Model</u>	<u>Volume Price</u>	<u>Volume Reduction</u>
Optiplex GX260 2.0 GHz	\$951	\$864
Latitude C510	\$1497	\$212
Latitude C640	\$1623	\$35
Latitude C840	\$1798	\$40

Based on the above, we recommend an award to Dell Marketing for the Dell PCs.

Agencies ordering from Dell should refer to the following order codes:

<u>Dell Model</u>	<u>Order #</u>
Optiplex GX260 2.0 GHz	96948576
Latitude C510	96797108
Latitude C640	96797606
Latitude C840	96798310

I will prepare an addendum to the mini/micro/workstation contract based on the above information.

If you have any questions, please give me a call.

CC - Peter Roselli, OMB
George Hulse



State of New Jersey
Volume Purchase Pricing Addendum
Promos Expire 4/30/03

Dell® Latitude® Notebooks

- Intel® Celeron® 1.20 GHz-M Processor (C510)
- Intel® Pentium® 4 1.80 GHz-M Processor (C640)
- Intel® Pentium® 4 1.80 GHz-M Processor (C840)
- Microsoft® Windows® 2000 Operating System SP3, CD, NTFS
- 128MB SDRAM 133MHz Memory (C510)
- 128MB DDR SDRAM 266 MHz Memory (C640/C840)
- 20GB Ultra ATA Hard Drive
- 14.1" XGA Active Matrix TFT (C510/C640)
- 15" SXGA+ or UXGA Active matrix (TFT) display (C840)
- Integrated 2-speakers with Sound Blaster Emulation
- Integrated ATI Mobility RADEON 128-bit with 16MB 4x AGP (C510/C640)
- Nvidia GeForce4 440 Go 128-bit 4X AGP with 32MB DDR VRAM (C840)
- Integrated 3 Com 10/100 Ethernet LAN
- Integrated 56K v. 92 capable modem
- 24X* CD-ROM and 3.5" Floppy included
- Ports: 1 each Parallel, Serial, Video, P/S 2, Infrared, Audio (In & Out), USB (2 USB- C840)
- 2 PCMCIA Card Slots
- Mini-PCI slot
- Smart Li-Ion Battery with Express Charge™ technology
- Dell Dual Point pointing solution; Touch pad and Track stick
- Dell 3yr Warranty: 3 years NBD On-site^Ω

	State Contract	VPA
Latitude C510 Quote #96797108	\$1611	\$1399
Latitude C640 Quote #96797606	\$1613	\$1578
Latitude C840 Quote #96798310	\$1798	\$1758

Prices and specifications are valid only in the U.S. and are subject to change without notice. ^Ω Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Service may be provided by third-party. Technician will be dispatched if necessary following phone-based troubleshooting. To receive next business day service, Dell must notify the service provider before 5pm (depending on service contract) customer time. Availability varies. ⁶ For a complete copy of our Guarantees or Limited Warranties, please write Dell, USA, L.P., One Dell Way, Round Rock, TX 78682. ⁺Download speeds limited to 53 Kbps. Upload speeds are less (in the 30 Kbps range) and vary by modem manufacturer. Speeds also vary depending on line conditions. Analog phone line and compatible server equipment required. For hard drives, GB means 1 billion bytes; total accessible capacity varies depending on operating environment. Dell, Latitude and the Dell Logo are registered trademarks and ExpressCharge is a trademark of Dell Computer Corporation. Intel and Pentium are registered trademarks of Intel Corporation. Microsoft, MS, and Windows 2000 are registered trademarks of Microsoft Corporation. Other trademarks and trade names are the property of their respective owners. © 2002 Dell Computer Corporation. All rights reserved.



OptiPlex GX260/SX260 2.4Ghz

Midnight grey chassis
Intel Pentium 4 processor w/ 845G chipset
512K advanced transfer cache
Integrated Intel Gigabit Ethernet 10/100/1000 LOM w/ASF and Remote Wake-up
128MB DDR SDRAM 266
20GB EIDE Hard Drive
48X Variable speed EIDE CD-ROM/Desktop & Tower Chassis-**GX260**
24X Variable speed EIDE CD-ROM/Small Form Factor Chassis-**GX260**
24X Max CD Rom-**SX260**
Integrated Intel Extreme Graphics with up to 48MB shared memory-**GX260**
Integrated Intel Extreme Graphics with up to 64MB shared memory-**SX260**
Integrated AC97 sound
Microsoft Windows 2000, SP3
PS/2 Entry Level Keyboard, Dell 2-button PS/2 Mouse, Mouse Pad
3-Year Next-Business-Day On-Site Service²

Pricing - GX260

Q# 96948576 - Small Desktop Chassis with 17" M782 Monitor - VPA \$864 State Contract \$951

Q# 96987378 - Small Desktop Chassis without Monitor - VPA \$702 State Contract \$767

Add CFI Image (min. 25 units) - \$60/unit

Pricing - SX260

Q# 96992816 - Small Form Factor Chassis with 17" M782 Monitor - VPA \$943 State Contract \$1,005

Q# 96993533 - Small Form Factor Chassis without Monitor - VPA \$774 State Contract \$821

Add CFI Image (min. 25 units) - \$60/unit

(1) For hard drives, GB means 1 billion bytes; total accessible capacity varies depending on operating environment. (2) On-Site service may be provided pursuant to a service contract with a third party provider and may not be available in certain areas. Technician will be dispatched if necessary following phone-based troubleshooting. Dell and OptiPlex are registered trademarks of Dell Computer Corporation. Intel and Pentium are registered trademarks and Celeron is a trademark of the Intel Corporation. Microsoft, Intellimouse and Windows are registered trademarks of Microsoft Corporation. 3COM is a registered trademark of 3COM Corporation. Rage is a trademark of ATI Technologies Inc. Logitech is a registered trademark of Logitech. Dell disclaims proprietary interest in the marks and names of others. Copyright 1999 Dell Computer Corporation. All rights reserved. Prices and specifications are valid only in the U.S. and are subject to change without notice. Prices good through 4-30-03



State of New Jersey
Volume Purchase Pricing Upgrades
Optiplex GX260

GX260

Processor

2.40 GHZ P4	standard
2.53 GHZ P4	\$40
2.66 GHZ P4	\$81

Memory

128MB 1DIMM NonECC 266MHz DDR	standard
256MB 1DIMM NonECC 266MHz DDR	\$56
384MB 2DIMM NonECC 266MHz DDR	\$89
512MB 1DIMM NonECC 266MHz DDR	\$121
640MB 2DIMM NONECC 266MHz DDR	\$162
768MB 2DIMM NONECC 266MHz DDR	\$195
1.0GB 2DIMM NONECC 266MHz DDR	\$244
1.0GB 1DIMM NONECC 266MHz DDR	\$651
1.5GB 2DIMM NONECC 266MHz DDR	\$773
2.0GB 2DIMM NONECC 266MHz DDR	\$1,303

Keyboard / Mouse / Mouse Pad

GRAY DELL PS/2 ENTRY LEVEL	standard
GRAY DELL PERF USB 7 HOTKEY	\$24
GRAY DELL SMART CARD USB	\$40
PS/2 2-Button Mouse, Logitech	standard
MS PS/2 INTELLIMOUSE	\$24
LOGITECH USB OPTICAL 2 BUTTON MOUSE	\$24
BLUE MOUSE PAD w/ DELL LOGO	standard

Monitors

17 Dell M782, Flat Screen CRT	standard
17 Dell E771MM,16.0 w/Speakers	no charge
19 Dell M992, 18.0 VIS	\$41
19 Gray P992,18.0 VIS	\$147
21 Gray P1130,19.8 VIS	\$408
15 Dell E151FP Flat Panel	\$122
15 1504FP Gray Flat Panel	\$163
17 Dell E171FP Flat Panel Disp	\$245
17 1702FP Gray Flat Panel	\$367
18 Dell 1800FP Flat Panel	\$367
19 Dell 1900FP Flat Panel	\$489
20 Dell 2000FP Flat Panel	\$652

Video Memory

DVI Adapter Card	\$20
32MB ATI Radeon 7500	\$64
32MB ATI Radeon w/VGA cable	\$81
32MB ATI Radeon w/DVI cable	\$97

Hard Drives

20GB,EIDE, 7200RPM	standard
40GB, EIDE, 7200RPM	\$40
80GB, EIDE, 7200RPM	\$81

Operating System (Must be specified on Purchase Order)

Windows 2000, SP3, CD (FAT 32 or NTFS)	standard
Windows XP Pro, CD (FAT 32 or NTFS)	no charge

Network Adapter

3COM PCI 10/100	\$40
IBM PCI TRING WOL ACPI NIC	\$154

Modem

Dell 56K V.92 PCI D/F	\$24
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DVD's &CDRW's (replaces 48X CD-Rom)

48X CD-ROM	standard
40X CDRW	\$49
48X CDRW	\$66
16X DVD	\$49
32X CDRW/DVD Combo Drive	\$106
4X DVD+RW/+R DRIVE (not available on the S Chassis)	\$188

DVD's &CDRW's (in addition to the 48X CD-Rom- Tower Chassis only)

40X CDRW	\$64
48X CDRW	\$81
32X CDRW/DVD Combo Drive	\$121
4X DVD+RW/+R	\$203

Sound Card

Sound Blaster Live	\$40
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Speakers

HK-206 Speakers in Gray	\$32
HK-39.5 Speakers w/Sub in Gray	\$48
Integrated speaker	\$7

2nd Hard Drives

20GB EIDE 7200 RPM	\$81
40GB EIDE 7200 RPM	\$97
80GB EIDE 7200 RPM	\$121

Zip Drive (replaces FD in SD chassis)

Zip 250	\$81
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Service

3 Year Next Business Day On-Site Service	standard
Upgrade to 3 Year Next Business Day On-Site Service 4hour 5x10*	\$159
Upgrade to 3 Year Next Business Day On-Site Service 4hour 7x24*	\$199
Upgrade to 4 Year Next Business Day On-Site Service	\$151
Gold Technical Support	\$59

Other

Norton Anti Virus (includes \$15 RW fee)(not available w/ Win XP)	\$48
Small Form Factor Chassis	\$17
Small Mini Tower Chassis	\$25
Chassis Stand (for SD chassis)	\$12
Zip 250 2-pk (w/ Z250 drive)	\$32
Zip 250 4-pk (w/ Z250 drive)	\$64
Energy Star Label	no charge
Serial Port Adapter	\$7



State of New Jersey
Volume Purchase Pricing Upgrades
Latitude C640 C840

Processor

2.0 GHZ P4 XGA(C640)	standard
2.2GHZ P4 XGA(C640)	\$90
1.8 GHZ P4 (C840)	standard
2.0 GHZ P4 (C840)	\$45
2.2 GHZ P4 (C840)	\$135

Hard Drives

20GB	standard
30GB	\$44
40GB 5400RPM	\$89
60GB (C840 only)	\$269
2nd 40GB HD	\$224

Keyboard / Mouse / Mouse Pad

GREY DELL PS/2, 104, 6P KYBD	\$26
GREY PERFORMANCE USB KYBD	\$26
GREY LOGITECH PS/2, USB 2B INTELLIMOUSE or USB OPTICAL	\$18

Memory

128MB 1 DIMM	standard
256MB 2 DIMMS	\$45
256MB 1 DIMM	\$72
384MB 2 DIMMS	\$108
512MB 2 DIMMS	\$135
512MB 1 DIMM	\$270
768MB 2 DIMMS (C640 only)	\$360
1024MB 2 DIMMS	\$540

Operating System (Must be specified on Purchase Order)

Windows 2000, SP3, CD (FAT 32 or NTFS)	standard
Windows XP Pro, CD (FAT 32 or NTFS)	no charge

DVD's & CDRW's

24X CDROM	standard
24-10-24X CDRW (C640)	\$116
8X DVD/SW	\$89
8-24-10-24X SWDVDCDRW CMBO	\$152

Video Memory

32MB DDR NVIDIA (C840 only)	standard
64MB DDR NVIDIA (C840 only)	\$89

Modem

Integrated Modem	standard
Xircom RealPort LAN/MDM Combo (C640 only)	\$206

Monitors

17 Dell E772P, 16.0 VIS	\$152
17 Dell M782, Flat Screen CRT	\$179
17 Gray P793, 16.0 VIS	\$152
19 Gray M992,18.0 VIS	\$224
19 Gray P992,18.0 VIS	\$341
21 Gray P1130,19.8 VIS	\$630

Network Adapter

Integrated NIC	standard
TM1150 WIRELESS CARD	\$89

Speakers

HK-206 Speakers in Gray	\$26
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Service

3 Year Next Business Day On-Site Service	standard
3 Year Next Business Day On-Site Service + Complete Care	\$169
Gold Technical Support	\$69

Other

Nylon Carrying Case	\$44
Deluxe Nylon Carrying Case	\$71
Leather Carrying Case	\$89
Spare Battery	\$116

Zip Drive

Zip 250	\$251
Zip 250 2-pk (w/ Z250 drive)	\$35
Zip 250 4-pk (w/ Z250 drive)	\$71

Docking

C/Port 2 Port Replicator	\$224
C/Dock 2 Expansion Station	\$449



State of New Jersey
Volume Purchase Pricing Upgrades
Optiplex GX260

SX260

Processor

2.40 GHZ P4	standard
2.53 GHZ P4	\$42
2.66 GHZ P4	\$84

Memory

128MB 1DIMM NonECC 266MHz DDR	standard
256MB 1DIMM NonECC 266MHz DDR	\$59
384MB 2DIMM NonECC 266MHz DDR	\$93
512MB 1DIMM NonECC 266MHz DDR	\$127
640MB 2DIMM NONECC 266MHz DDR	\$178
768MB 2DIMM NONECC 266MHz DDR	\$203
1.0GB 2DIMM NONECC 266MHz DDR	\$254
1.0GB 1DIMM NONECC 266MHz DDR	\$679
1.5GB 2DIMM NONECC 266MHz DDR	\$807
2.0GB 2DIMM NONECC 266MHz DDR	\$1,359

Keyboard / Mouse / Mouse Pad

GRAY DELL PS/2 ENTRY LEVEL	standard
GRAY DELL PERF USB 7 HOTKEY	\$25
PS/2 2-Button Mouse, Logitech	standard
MS PS/2 INTELLIMOUSE	\$25
LOGITECH USB OPTICAL 2 BUTTON MOUSE	\$25
Short Cord - USB Optical 2Button Mouse	\$25
BLUE MOUSE PAD w/ DELL LOGO	standard

Monitors

17 Dell M782, Flat Screen CRT	standard
17 Dell E771MM,16.0 w/Speakers	no charge
19 Dell M992, 18.0 VIS	\$43
19 Gray P992,18.0 VIS	\$153
21 Gray P1130,19.8 VIS	\$425
15 Dell E151FP Flat Panel	\$128
15 1504FP Gray Flat Panel	\$170
17 Dell E171FP Flat Panel Disp	\$255
17 1702FP Gray Flat Panel	\$383
18 Dell 1800FP Flat Panel	\$383
19 Dell 1900FP Flat Panel	\$510
20 Dell 2000FP Flat Panel	\$680

Video Memory

Integrated Intel Extreme Graphics	standard
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Hard Drives

20GB,EIDE, 7200RPM	standard
40GB, EIDE, 7200RPM	\$84

Operating System (Must be specified on Purchase Order)

Windows 2000, SP3, CD (FAT 32 or NTFS)	standard
Windows XP Pro, CD (FAT 32 or NTFS)	no charge

Network Adapter

Integrated Intel Gigabit Ethernet 10/100/100	standard
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Modem

None available

DVD's &CDRW's (replaces 48X CD-Rom)

24X CD-ROM	standard
24X CDRW	\$51
8X DVD	\$25
24X CDRW/DVD Combo Drive	\$85

Sound Card

Intregated Sound Blaster (AC97 Audio)	standard
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Speakers

HK-206 Speakers in Gray	\$33
HK-39.5 Speakers w/Sub in Gray	\$50
Integrated speaker	\$8

2nd Hard Drive in place of CD Rom

40GB EIDE 7200 RPM	\$169
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Service

3 Year Next Business Day On-Site Service	standard
Upgrade to 3 Year Next Business Day On-Site Service 4hour 5x10*	\$159
Upgrade to 3 Year Next Business Day On-Site Service 4hour 7x24*	\$199
Upgrade to 4 Year Next Business Day On-Site Service	\$151
Gold Technical Support	\$59

Other

Norton Anti Virus (includes \$15 RW fee)(not available w/ Win XP)	\$50
Energy Star Label	no charge